

Message Text

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ACTION ERDA-07

INFO OCT-01 EUR-12 ISO-00 ACDA-07 CIAE-00 INR-07 IO-13

L-03 NSAE-00 NSC-05 EB-08 NRC-05 OES-06 FEAEO-00

DODE-00 COME-00 /074 W

-----171320Z 077649 /40

R 171056Z FEB 77

FM AMEMBASSY BUCHAREST

TO SECSTATE WASHDC 1623

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E.O. 11652: N/A

TAGS: TECH, BTIO, RO

US/ROMANIAN ENERGY COOPERATION

REF: STATE 021061

1. DURING COUGRE OF AMBASSADOR'S FEBRUARY MEETING WITH DPM PATAN, AMBASSADOR RAISED QUESTION OF STATUS ROMANIAN HOT CELL NEGOTIATIONS WITH GENERAL ATOMIC (GA) AND COMPETING BRITISH (GEC) AND FRENCH FIRMS. PATAN STATED ROMANIAN DECISION NOT YET TAKEN BUT HE BELIEVED THAT GA'S PROPOSAL WAS SUBSTANTIALLY HIGHER THAN COMPETITION'S OFFERS.

2. IN SUBSEQUENT MEETING WITH COMATT ON FREBUARY 14, TEHNOIMPORT DIRECTOR GENERAL HARABAGIU STATED PROBLEM TECHNO HAS WITH GA'S BID IS ITS HIGH PRICE WHICH MAKES IN UNCOMPETITIVE WITH BRITISH AND FRENCH COMPANIES. TECHNO QUERIED GA DIRECTLY BY LETTER IN DECEMBER AND AGAIN AT END OF JANUARY IN EFFORT OBTAIN FURTHER PRICE REDUCTION. FTO HAS NOT YET RECEIVED RESPONSE FROM GA. CONCERNING STATUS OF OVERALL NEGOTIATIONS, HARABAGIU SAID HOPES COMPLETE COMMERCIAL NEGOTIAIONS BY END OF MARCH. THEN, PROPOSALS WITH TECHNO'S RECOMMENDATIONS WILL BE SENT STATE NUCLEAR COMMITTEE FOR ITS APPROVAL.

3. CONCERNING QUESTION OF ASSURANCES THAT FACILITY WILL NOT
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BE USED FOR CHEMICAL REPROCESSING OF PLUTONIUM, HARABAGIU SUGGESTED IN HIS TYPICALLY EVASIVE MANNER THAT TECHNO'S PRESENT MAIN CONCERN WITH GA OFFER IS PRICE. IF GA BECOMES PRICE COMPETITIVE, THEN TECHNO WILL TAKE CLOSER LOOK AT QUESTION OF U.S. ASSURANCES REQUIREMENT. HARABAGIU EVADED QUESTION AS TO WHETHER OR NOT BRITISH AND FRENCH ALSO SEEKING SOME KINDS OF ASSURANCES.

4. WE WILL RAISE WITH MIHULECEA POINT MENTIONED PARA 2 REFTEL
AT EARLIERST OPPORTUNITY WHICH WILL NOT BE BEFORE FIRST WEEK IN MARCH.

5. COMMENT: FROM INFO WE HAVE RECEIVED FROM ONE OF GA'S PARENT
FIRMS, IT APPEARS THAT BOTH BRITISH AND FRENCH FIRMS ARE SLITTING
EACH OTHER'S THROATS ON PRICE AND ARE FAR BELOW ANYTHING GA LIKELY
TO OFFER. ADDITIONALLY, FROM OUR CONTACTS WITH ROMANIANS, IT
APPARENT THEY DO NOT BELIEVE THAT GA'S OFFER EMBODIES SUFFICIENTLY
MORE SOPHISTICATED TECHNOLOGY THAN ITS COMPETITORS TO WARRANT PAYING
WHAT APPEARS TO BE A SUBSTANTIALLY HIGHER PRICE.

BARNES

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Message Attributes

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Sent Date: 17-Feb-1977 12:00:00 am
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Disposition Approved on Date:
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